

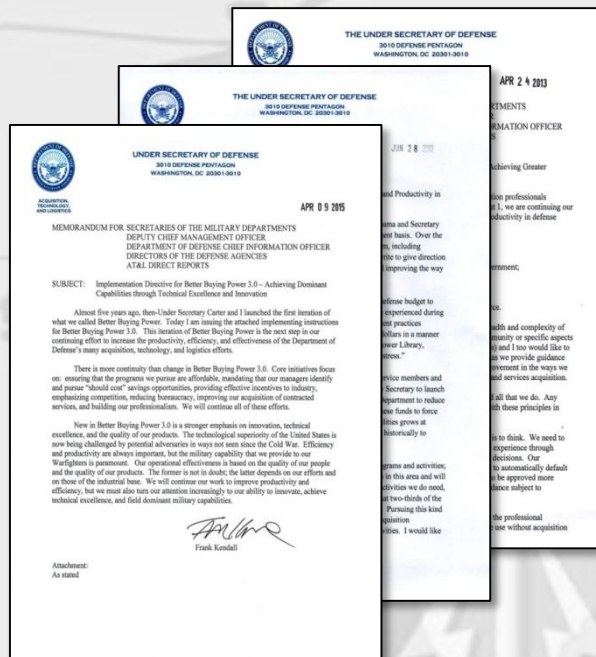


US Army Aviation and Missile Command Office of Small Business Programs

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US Army Aviation and Missile Command**



Better Buying Power Emphasis on Small Business



BBP 1.0: Affordability and Productivity

- Involve dynamic small business in defense
- Increase small businesses participation in services acquisition

BBP 2.0: Efficiency and Productivity

- Increase small business roles and opportunities
- Increase small business participation, including through more effective use of market research

BBP 3.0: Innovation, Technical Excellence, Quality

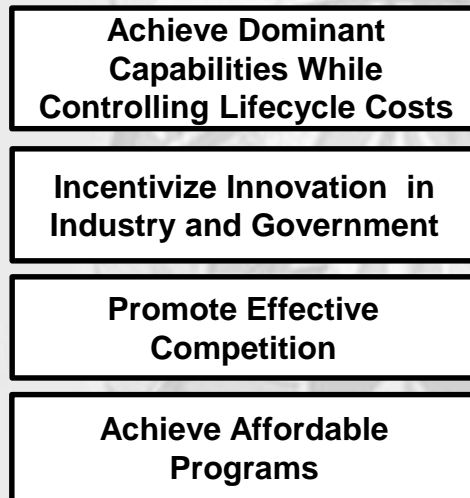
- Increase the return on and access to small business research and development
- Increase small business participation by broadening the use of market research



How Small Businesses fit into Better Buying Power Initiatives



Describe government objectives



**BBP 3.0
Outputs**

Advise Small Businesses to convey how they provide competitive advantage



**Without
Increasing
Risk**



Functions



The Office of Small Business Programs functions are as follows:

- **Serves as Principal Advisor to the Commander and Team Redstone regarding small business issues. Assists all businesses on Government contracting matters, including changes to the procurement.**
- **Advises and assists Contracting, Technical and Program Managers to increase use of small business participants.**
- **Serves as an advocate for small business.**
- **Monitors small business goals.**
- **Maintains an outreach program to locate and develop small businesses.**
- **Serves as the liaison with the Small Business Administration (SBA)**
- **The SBA Procurement Center Representative provides technical advisory support to the small business office.**
- **Maintain records and reports to higher headquarters on awards to small businesses.**
- **Regularly brief the AMCOM Commanding General, the Deputy to the Commanding General and the command group on AMCOM performance against AMC assigned goals.**



The Socio-Economic Categories of Small Business are as follows:



- **Small Business (SB)**
- **Small Disadvantaged Business (SDB)**
- **Women-Owned Small Business (WOSB)**
- **Historically Underutilized Business Zone (HUBZone)**
- **Service-Disabled Veteran-Owned Small Business (SDVOSB)**



SMALL
BUSINESS **BIG**
IMPACT



Small Disadvantaged Business



The 8(a) Business Development Program is a business assistance program for Small disadvantaged businesses. The 8(a) Program offers a broad scope of assistance to firms that are owned and controlled at least 51% by socially and economically disadvantaged individuals.

The 8(a) Program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. The program helps thousands of aspiring entrepreneurs to gain a foothold in government contracting.

Participation in the program is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage.





Women-Owned Small Business



New Rules for award to Women-Owned Small Businesses

Effective 31 December 2015, DoD, GSA, and NASA issued an interim rule amending the FAR to implement regulatory changes made by the Small Business Administration (SBA) in its final rule as published in the Federal Register at 80 FR 55019, on September 14, 2015. SBA's final rule implements the statutory requirements of paragraph (a)(3) of section 825 of the Carl Levin and Howard P. 'Buck' McKeon National Defense Authorization Act for Fiscal Year 2015, Public Law 113-291, which grants contracting officers the authority to award sole source contracts to economically disadvantaged women-owned small business (EDWOSB) concerns and to women-owned small business (WOSB) concerns eligible under the WOSB Program. The anticipated price, including options, must not exceed \$6.5 million for manufacturing NAICS codes, or \$4 million for other NAICS codes.





Historically Underutilized Business Zones



A HUBZone is an area that is located in one or more of the following:

- A qualified census tract (as defined in section 42(d)(5)(C)(i)(I) of the Internal Revenue Code of 1986);
- A qualified “non-metropolitan county” (as defined in section 143(k)(2)(B) of the Internal Revenue Code of 1986) with a median household income of less than 80% of the state median household income or with an unemployment rate of less than 140% of the statewide average, based on U.S. Department of Labor recent data; or
- Lands within the boundaries of federally recognized Indian reservations.

The programs' benefits for HUBZone-certified companies include:

- Competitive and sole source contracting
- 10% price evaluation preference in full and open competition, as well as, subcontracting opportunities





Service-Disabled Veteran-Owned Small Business



In order to be eligible for the SDVOSBC, you and your business must meet the following criteria:

- The Service Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense
- The SDVOSBC must be small under the North American Industry Classification System (NAICS) code assigned to the procurement
- The SDV must unconditionally own 51% of the SDVOSBC
- The SDVO must control the management and daily operations of the SDVOSBC
- The SDV must hold the highest officer position in the SDVOSBC

A Contracting Officer (CO) may set-aside requirements if:

- The requirement is not exempted from SDVO contracting, the CO considers setting aside the requirement for 8(a), HUBZone, or SDVO SBC participation before considering setting aside the requirement as a small business set-aside.
- There is a reasonable expectation that at least two responsible SDVO SBC will submit offers; and
- The award can be made at a fair market price.





Questions?



- Points of Contact:
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